

Commerce 9/5/18 SB 1023
Support

LAW AUTO SALES, INC.

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48184

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734-722-7651(FAX)

The Honorable Patrick Colbeck

State Capitol
P.O. Box 30036

Lansing, MI 48909-7514

Dear Honorable Colbeck:

My name is Vincent Law and I am the owner of Law Auto Sales Inc at 32115 Michigan Ave Wayne MI 48184 as a member of the Michigan Independent Auto Dealer Association, I am writing to encourage you to support Senate Bill 1023, introduced by Sen Peter MacGregor. The bill would establish some minimum education requirement for new dealer principals and key employees, such as our managers or those responsible for our regulatory and compliance activities. There is also an on-going annual continuing education requirement to keep those in our industry abreast of the ever-changing regulatory environment. Our hope is that this will enhance the car buying experience for the car buying public by educating members of our industry about consumer protection, consumer lending and vehicle titling, etc.

Senate Bill 1023 will require all independent auto dealers to participate in a pre-licensure education program. Targeted and consistent pre-licensing training and ongoing educational curriculum will keep dealers up to date on issues that affect them and their customers, which in turn decreases complaints and issues forwarded to the SOS. In addition to requiring much needed industry education, the legislation benefits the department, the State, and its citizens in the following ways:

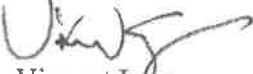
1. Improved training for new independent dealer applicants (consistent industry and compliance training)
2. Consistent and specific ongoing training for existing license holders
3. Reduces future problems. For example, the state of Ohio saw a significant decrease in consumer complaints after implementing Pre-licensing Education
4. Allows for SOS and other departments to partner with a qualified trade organization or other provider to collaborate and direct educational components with regard to legislative or departmental requirements
5. Educated applicants increase efficiency and accuracy with regard to the application process, as well as the regular business process.

I appreciate your consideration, and respectfully request your support of this legislation. Please feel free to contact me to further discuss this issue at the contact information below.

Visit us at www.lawautosales.com e-mail us at vincelaw22@aol.com

I appreciate your consideration, and respectfully request your support of this legislation. Please feel free to contact me to further discuss this issue at the contact information below.

Sincerely,

A handwritten signature in black ink, appearing to read 'Vincent Law', with a stylized flourish at the end.

Vincent Law
32115 Michigan Ave
Wayne MI 48184
Phone: 734.722.5200

Over 79 years in business